









### Opposition Will Press For Direct Vote in Seoul

SEOUL — The leader of the main opposition party, Lee Min Wu, said Monday the party would press ahead with a campaign for direct presidential elections because he had made no progress in talks with President Chun Doo Hwan on achieving electoral reforms.

"I made clear to President Chun that unless he announces a program towards democratization we will peacefully continue the campaign," Mr. Lee told members of his New Korea Democratic Party. As Mr. Chun and Mr. Lee met in the Blue House presidential palace, 300 members of Mr. Lee's party added their signatures to a petition demanding changes in the electoral system, party officials said.

Mr. Lee said that Mr. Chun had made some concessions, such as assuring him that the police would no longer blockade party headquarters. Since the signature campaign started Feb. 12, the police have put 300 opposition members under temporary house arrest, held many for questioning and blockaded entrances to opposition offices. The party leader said Mr. Chun had also agreed to meet him again to discuss constitutional changes. But Mr. Lee said the president repeated that he wanted the transfer of power when he steps down in 1988 to be carried out under the present constitution.

Party officials said Mr. Chun had promised for the first time that the government or ruling party would change the constitution in 1989. Mr. Chun also said, according to the officials, that such a change could be dealt with in the National Assembly.

The opposition wants the constitution changed before Mr. Chun leaves office to provide for direct presidential elections instead of the electoral college system.

Meanwhile, police withdrew from outside the offices of a dissent organization, the Council for Promotion of Democracy, where they have been stationed since the signature campaign began.



President Chun of South Korea, left, greeting Lee Min Wu, the opposition leader, Monday.

### Farm Ministers Assail Bid to Cut Prices Draft Seeks to Cut EC Stocks Before Iberian Output Is Felt

BRUSSELS — Measures drafted by the Executive Commission of the European Community to cut or freeze most farm price supports in the community for fiscal 1986-87 came under attack Monday from EC agriculture ministers.

Most of the 12 ministers, in speaking against the proposals, reaffirmed long-standing positions of hostility to setting guaranteed prices paid to farmers that freeze or fall below present levels.

The proposals are intended to reduce the food stocks and release money for other areas before the effect of Spanish and Portuguese membership pushes production still higher.

Spending on agriculture, which accounts for 72 percent of the community budget that ends March 31, is rising again.

Warehouses are holding 994,000 metric tons of excess butter, 730,000 tons of beef, 16.4 million

tons of grain and the equivalent of 63,000 tons of olive oil.

The measures also would introduce a tax on grain producers, cut storage grants and tighten quality controls.

The West German farm minister, Ignaz Kiechle, declared himself opposed to any measures that resulted in price cuts "through the back door."

In comments echoing those last year when Bonn used its EC right of veto for the first time to block modest cuts in grain prices, Mr. Kiechle said the most he would accept was a price freeze, diplomats said.

Filippo Pandolfi of Italy was reported as saying that Mediterranean countries were being asked to pay too high a price for surpluses they had not created.

Henri Nallet of France had said earlier the package was unacceptable.

Community spending on agricul-

ture is now expected to go beyond its original ceiling for this year of 21 billion European Currency Units (\$19.6 million).

Last month, the EC agriculture commissioner, Frans Andriessen, said an additional 750 million ECUs (\$700 million) was needed to honor existing commitments. Mr. Andriessen blamed the need on the fall of the dollar.

The dollar's fall pushed up the cost of export refunds paid to traders to bridge the gap between internal prices and lower world market prices denominated in dollars.

### 'Workfare' Is Said to Cut Costs to U.S. Taxpayers

By John Herbers  
New York Times Service  
WASHINGTON — New state programs under which welfare recipients agree to work at public service jobs in return for their benefits are helping some participants find private employment, according to a national study.

The study, made public Sunday by the Manpower Demonstration Research Corp., a New York research group, also reported that in some cases the programs that combine welfare payments and work, known as "workfare" programs, cut the cost of welfare to taxpayers. The findings indicated that more of those enrolled in workfare programs found employment elsewhere than those welfare recipients who did not participate. Also, the study indicated, the programs had the greatest benefits for those considered hardest to place in jobs.

The public service jobs assigned to welfare recipients in return for benefits were generally entry-level positions in maintenance or clerical fields, park service and human services. Some were government jobs and some were with private non-profit service agencies.

They were not "make-work" jobs, the authors said, and the participants reported that they received satisfaction from the work, although they frequently complained that with their low benefits the employers got the better end of the bargain.

Judith Gueron, executive vice president of the research group, said that the work programs rarely made dramatic improvements in individuals' lives or in welfare rolls. But she added that they could lead to improved living standards for individuals and lower welfare rolls for states and localities.

"These findings," she said, "have particular relevance to two areas of

national concern: containing the federal budget deficit and restructuring the welfare system to promote self-sufficiency. At a time when there is widespread interest in changing the welfare system in ways that will encourage work and reduce dependency, the findings express both optimism and caution."

The corporation was founded by a consortium of U.S. agencies and the Ford Foundation in 1974 to inform policy-makers about new social programs put in effect across the country.

Its study of workfare programs began in 1982 after the Congress failed to act on a Reagan administration proposal for a nationwide program. Instead, Congress allowed states, if they chose, to experiment with the program for recipients of Aid to Families With Dependent Children, the largest welfare program, which provides benefits mainly to single mothers. It also provided funds for the Federal Work Incentive Program, which helps states set up such programs.

The new state experiments with the program vary widely. The man-power research group studied those involving 35,000 people in 11 states: Arizona, Arkansas, California, Florida, Illinois, Maine, Maryland, New Jersey, Texas, Virginia and West Virginia.

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### Document Reveals Riots Swept Bophuthatswana

CAPE TOWN — The black tribal homeland of Bophuthatswana near Pretoria is undergoing an unreported wave of riots, boycotts and other unrest, according to a secret document obtained here.

The document records nine killings and hundreds of other violent incidents in the Odi and Moretele districts since mid-November.

Although the disturbances have been going on at the same time as black riots in South Africa itself, oews from nominally independent Bophuthatswana is scanty and is not included in South African police reports to the media.

The document, prepared by the Bophuthatswana authorities, is dated Feb. 7 and marked "secret." It said disturbances have included dozens of stonings and firebomb attacks, 70 abductions and 33 vehicle hijackings. Damage or destruction to property is put at about 3 million rand (\$1.5 million).

Informed sources said the document, which calls for a coordinated effort to stop the riots, was discussed recently by the South African government in Cape Town. No official comment was available.

Bophuthatswana was set up for the Tswana tribe by Pretoria under

its racial segregation policies. Its independence is recognized only by South Africa.

Up to 80 percent of the homeland's two million residents are non-Tswanas, who have been victimized by the Tswana authorities, according to Jeremy Keenan, a professor of social anthropology at Johannesburg's Witwatersrand University and an expert on Bophuthatswana.

"That area is a huge tinderbox," he said. "It's been a vicious campaign of brutalization since independence in 1977."

The region affected by the violence includes an industrial zone close to Pretoria, the South African capital. The homeland also provides a pool of black labor for white business in South Africa.

The document expresses concern about school boycotts, consumer boycotts of shops, labor unrest and attacks on public transport.

Two guerrillas of the African National Congress guerrilla group have been arrested in the region since November, it says. It adds that "although their presence was not directly related to the civil unrest situation, the present climate in these regions is favorable for exploitation" by the local wing of the guerrilla group.

### Court in U.S. To Rule on Budget Law

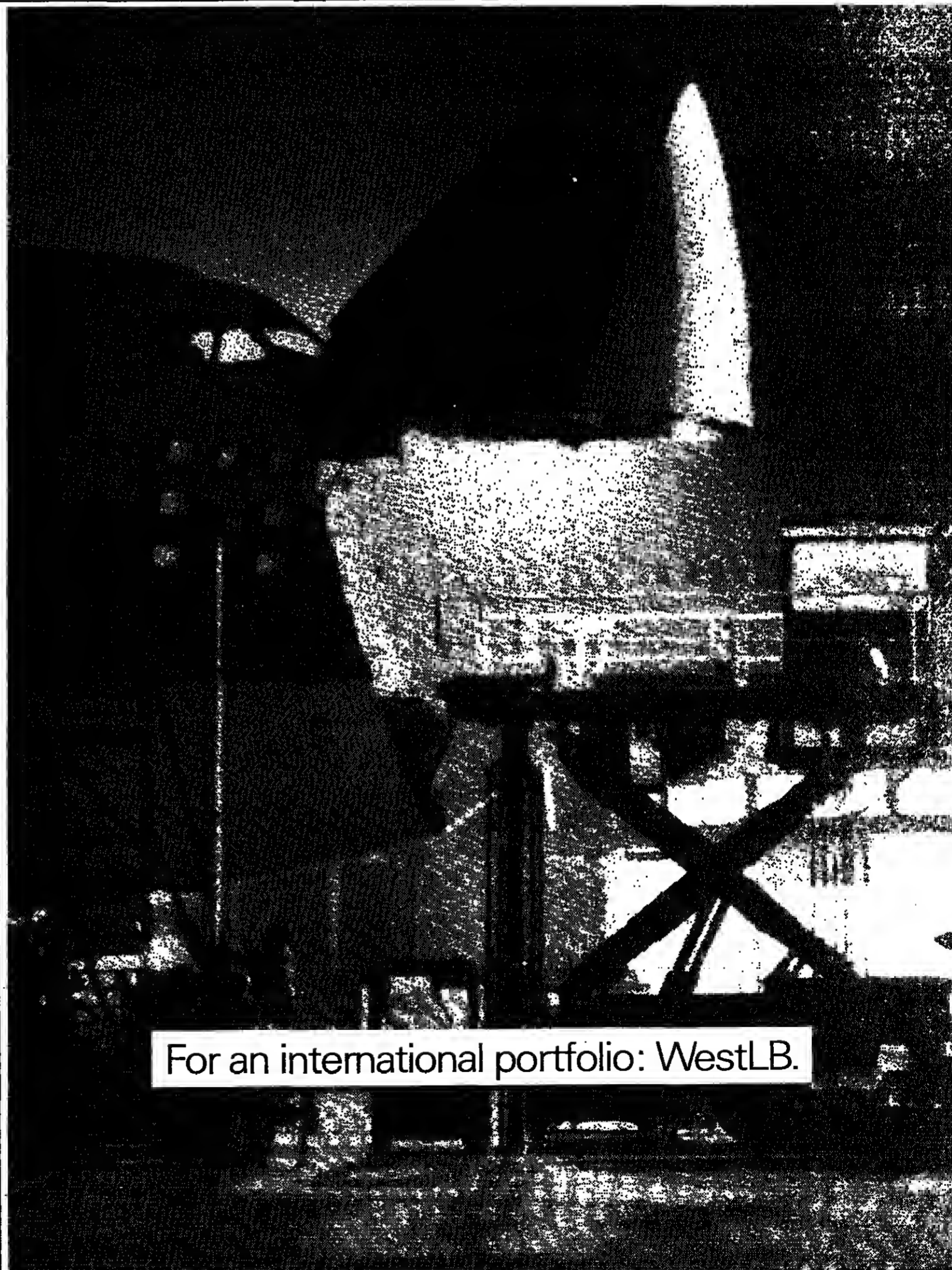
(Continued from Page 1)  
of ordering cuts to the comptroller general. The court said the Constitution bars the comptroller general, who heads the General Accounting Office, the auditing arm of Congress, from exercising such executive powers.

The law was challenged by Representative Mike Synar, a Democrat of Oklahoma, and 11 other members of Congress, and by the National Treasury Employees Union, representing retired federal workers who have been deprived by the budget act of a cost-of-living increase this year.

In other decisions Monday, the court:

• Rejected an appeal by John Demjanjuk, 65, challenging his extradition to Israel to stand trial on war crimes charges. Mr. Demjanjuk allegedly helped kill hundreds of thousands of Jews in a camp in Treblinka, Poland, during World War II.

• Upheld without comment lower-court rulings that an Indianapolis ordinance that would make distributors of pornography subject to sex discrimination lawsuits is unconstitutional because it impermissibly interferes with free speech.



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INTERNATIONAL Herald Tribune

Change in the Philippines

We write at a moment when it is not clear what President Ferdinand Marcos will do or what his fate will be. Certainly a momentous development is taking place. During the week-end the former defense minister and the acting chief of staff rebelled and called upon Mr. Marcos to yield power to Corason Aquino...

Less Congenial Embassies

"Our object," Secretary of State George Shultz recently told the Senate Foreign Relations Committee, "was to be easily accessible — to demonstrate to other peoples the openness of our society and the hand of friendship we extend to all."

The Wrong Way to Chip In

The quarrel with Japan over imported semiconductors is the most important trade case that the United States is now negotiating, and the United States is handling it badly. U.S. negotiators proposed last week that the Japanese government compel its industry to buy specific quotas of American semiconductors.

Other Opinion

On a Collision Course in Seoul? President Chun Doo Hwan and his critics appear set on a collision course in a manner which has faint echoes of the Philippines. The issue is whether South Korea should move toward full, participative democracy and, if so, how fast.

FROM OUR FEB. 25 PAGES, 75 AND 50 YEARS AGO

1911: Italy Prepares a Tense Trial VITERBO, Italy — Forty names, out of which fourteen will be chosen later to form a jury for the Camorra trial, have been drawn by lot. This procedure was marked by a tragic incident. One of those selected, on hearing his name called out, became greatly excited and fell dead.

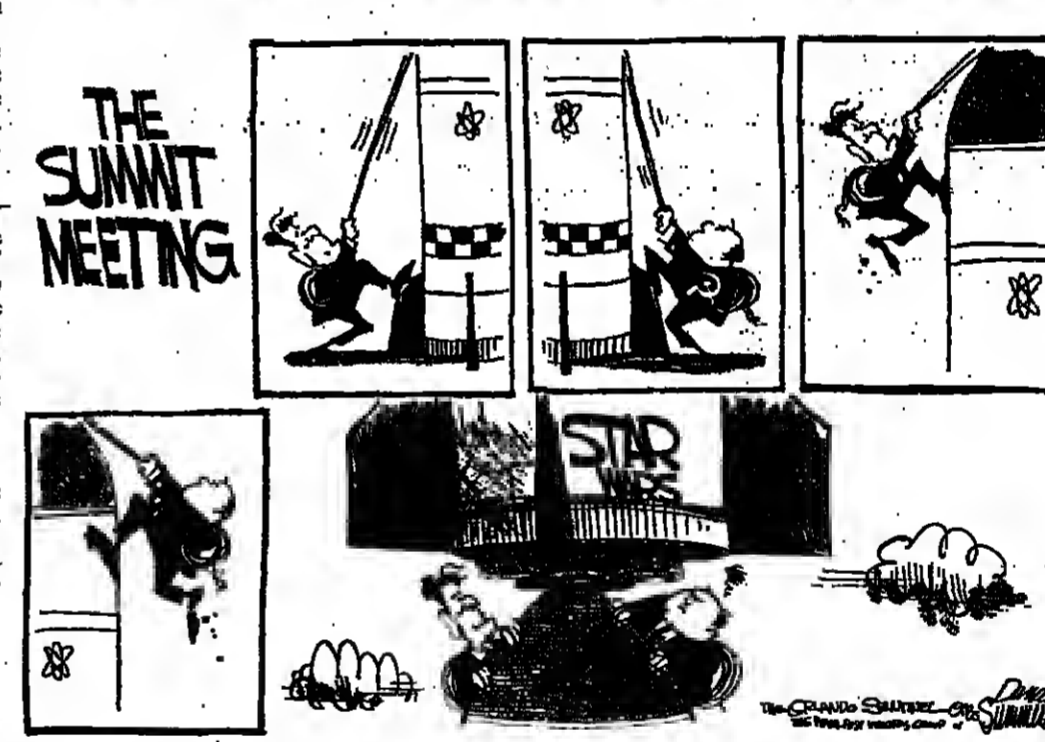
INTERNATIONAL HERALD TRIBUNE JOHN HAY WHITNEY, Chairman 1978-1982 KATHARINE GRAHAM, WILLIAM S. PALEY, ARTHUR OCHS SULZBERGER Co-Chairmen

Java: In a Dizzy Age, Islam Looks Steady

JAKARTA — At sunset comes the wail of Moslem prayers from village mosques. But after dark out in the country in Java it is the haunting ning-ning of bamboo gamelan orchestras that you hear. Their music drifts across wet rice paddies from all-night dance, drama and puppet performances. The Javanese are nominally Moslem, but their older Hindu-Buddhist-pagan culture is very much alive.

A Soviet View: No Sanctuary in a 'Common Era'

WASHINGTON — In the 24 years that I have spent in Washington, I have witnessed many crucial junctures in Soviet-American relations. There have been some great moments of hope and, alas, some equally frustrating and depressing ones. But it is not easy to remember a period when so much was at stake as now, because the decisions soon to be made will determine without doubt the future — not only ours, but our children's and grandchildren's.



It's Hawkier-Now vs. Hawkier-Later

WASHINGTON — The distinctive thing about Mikhail Gorbachev as he faces his party congress is that he has taken a page out of Ronald Reagan's book. The imitation may not be deliberate but the flattery is clear. So is the challenge. Recall the American circumstances of early 1970s. The economy and foreign policy were stirring bipartisan dismay; confidence in the political leadership was shot out of a provincial obscurity came a presidential candidate asserting, in a speech in Chicago, three new requirements of foreign policy.

LETTERS TO THE EDITOR

Really Only Burundians? In response to "Tribal Strife Threatens Dreams of African Nations" (Feb. 20): The declared intention of the Burundian government to heal ethnic divisions is hardly borne out by the facts. In this military regime, how many senior army officers are Hutus? Any? If there are "no Tutsis or Hutus, only Burundians," as President Jean-Baptiste Bagaza reportedly claims, why bother to add that Hutus have been brought into the government? For the record, every government between independence in 1962 and the massacre of the Hutus in 1972 had more Hutu members than the present one.

Americans Pushing Together

WASHINGTON — As the end nears for the odious rule of Ferdinand Marcos, the greatest praise deservedly goes to the people of the Philippines, who have demonstrated such a strong desire for freedom and democracy that even Mr. Marcos has to understand that his 20-year dynasty is finished. But let it be said that in this important instance the government of the United States, with bipartisan cooperation among key members of Congress and the administration and support from the uniformed military and the intelligence agencies, delivered a unified message of support for the Filipino people that helped move a reluctant and recalcitrant Marcos toward his inevitable exit.

Conservatives saw U.S. interests threatened.

Third World countries where the United States has intervened. Another advantage was that, in this instance, unlike the Middle East, there was no powerful domestic constituency skewing the outcome of the policy debate. Filipino-Americans form a much less influential voting bloc than Jewish-Americans. The administration's policy choices in relatively pressure-free atmosphere. Third, leaders of both branches of government found it possible not just to balance but to merge idealistic and practical interests. The two giant U.S. bases represent America's biggest concrete interest in the Philippines, but historical association with the Filipinos — bridging colonial days, World War II battles and liberation — gave the United States an unusual clear commitment to the freedom and democracy of the islands.

GARY BAKER, Va., Sweden.

ADVERTISING SECTION

ADVERTISING SECTION

# FASHION GERMANY

Made in

## Queen of Fashion: Jil Sander

"Now that we have established a select distribution for our German market," says Jil Sander, "we are seriously considering what direction to take internationally without putting too much pressure on our label." Christened "the white queen on the chessboard of the international fashion market" by a major German newspaper, this designer/businesswoman is without doubt a reigning presence in German design. In fashion alone, her Hamburg company had a turnover in 1985 of around 60 million Deutsche marks (\$25 million). The Borcham/Lancaster-produced line of fragrances and cosmetics accounted for another 45 million DM, not to mention 30 million DM from furs, leathers and accessories. Already almost half of Jil Sander's production is sold outside Germany.

Sander has her sights set on Italy "because Italian taste has more to do with our style than French, and we also produce there." Buyers who want to see the collection presented "live" can either visit the headquarters in Hamburg or the showroom in Milan, located close by the Teatro della Scala.

For more than 11 years, Jil Sander has been polishing a style for the confident, well-off, cosmopolitan woman. Giving classic, easy-to-mix fashion a touch of the avant garde is her specialty, she says. That it is comfortable to wear is evident.

How does she feel about the "year of the body," as declared by the Parisian/Nouvelle Couture? The fashion designer sees no problem there. "We started over



From Jil Sander's Summer Collection '86 (above). Right: Jil Sander.



two years ago to bring our line closer to the body, without giving up ease and comfort. Besides, we take into consideration different types of women. We're living in a time in which body-consciousness and comfort are compatible. Take, for example, a clinging knit dress under a sporty, generously-cut coat."

She sees a good chance of bringing her look to American women. Jil Sander fragrances — two for women, and two for men

— drifted first across the Atlantic. She is now researching the possibility of following up with a Bath and Beauty line. As far as launching her fashion goes, she sees her major problem more in terms of organization than style acceptance. Jil Sander shops or in-store boutiques already exist in New York, Palm Beach, Miami and Beverly Hills.

To ensure that the setting measures up to the clothes, a team of Swiss architects has developed a concept for the boutiques that reflects the light, cool tones Sander prefers. The new shop in Brussels, like the one in Hamburg, has an impressive, clean design. The other 20 retail outlets should follow suit.

Jil Sander has expanded her empire to many areas of clothing and accessories with great clarity of direction and meticulous examination of the manufacturers in question. So why not risk a foray into the arena of men's fashion? She's already got a foot in the door with luggage, leather goods (from Gold-Picil) and glasses. In fact, men's knits will make their debut in spring '86, "so that I can get a feel for the needs of men's outfitters." Ties with her label are "a good image vehicle for us." Potential manufacturers of men's outerwear are currently being considered; Sander's demands are, as always, uncompromisingly tough.

When Jil Sander won Munich's fashion award in 1983, the award read as follows: "For her creativity of style, her devotion to quality, and her international activity on behalf of German fashion." She's stronger than ever in all three.

## Igedo: Fashion Fair Extraordinaire

The Igedo Designer Shows may be the glorious peak of Düsseldorf's fashion landscape, but the big business comes from the 2,200 international exhibitors from 28 countries. Individual interest groups attract attention with special activities, like Die Strasse (The Street). That's the name of the feisty presentation of international avant-gardists in the junior fashion section. The addition of the horseshoe contingent from London in March is going to lend some spicy reinforcement. Body Map, Katharine Hamner, Michiko, Nigel Preston, Mulberry and Terence Nolder will cross the Channel and reveal their cheeky, unconventional collections in Düsseldorf even before the British designer shows.

Among the new faces at the fair, starting this coming weekend, is a fashion crew from Austria. "I believe that these 30 firms want to emerge from the fog of regionalism," says Manfred Kronen, managing director of the fashion fair. "And they don't have only trache and loden, but also very fashionable collections to sell."

He considers providing early information for buyers one of the essential services of his fair: which firms will be there, which

trends, what colors. "The German trade press can report this information, the foreign press cannot. So we distribute our information magazine, Düsseldorf Professional, by direct mail to those who are interested. A run of 650,000 is printed in three languages. A new concept is our photo catalogue describing what is available at the fair. In this way the newly arrived visitor can get not only the name, but an idea of the style of potentially interesting exhibitors."

Half-hour-long Trendshows, presenting across-the-board parades with an international format, also provide an information

service for the visitor. But the earliest and most comprehensive fashion information services, which Kronen initiated three years ago, are the Collections Premieres Düsseldorf days. They take place at the beginning of February and August in an area that has expanded from 18,000 to 65,000 square yards. "This has no direct competition in Europe," says Kronen, "and for many buyers, in terms of loins, early programs of coats and ensembles, avant-garde styles for young fashion, jeans and accessories, it has become even more important than the later fairs."



## International Pizzazz: The Munich Fashion Fair

By the time the Munich Fashion Fair opens the doors of its 105,000-square-yard exhibition halls, from March 23 to 26, much time and effort will have gone into making it a well-focused event. The various groups of articles will be concentrated in separate halls: for example, Dresses, Young Fashion, Knits, Evening and Bridal Wear and Lingerie. And nowhere else in the world will one find a wider range of loden and trache, or folkloric, fashion on display.

Around 200 collections from Germany, Austria and Italy include this type of fashion, rooted in the traditions of Bavaria and the Tirol. It encompasses everything from belts with feather-quill embroidery to evening dirndls.

Karl-Dieter Demisch, managing director of the Munich Fashion Fair, has even more up his sleeve. "I believe that Munich must develop into an international showcase for both buyers and sellers," he says, "for the greatest benefit of all concerned."

He has made use of a whole repertory of attractions to achieve this end, such as spectacular shows for the opening punctuated with black-tie, champagne-and-candlelight dinners. He brought Popy Moreni from Italy and Bedin's Dietmar Steiling to Munich, both of whom went on to successful careers in Paris. He invited

Brooke Shields to promote her Austrian-produced collection. During Fashion Start in February, presented only in hotels and showrooms, Laura Biagiotti's Portrait line was one of the attractions.

For the much-bigger Fashion Fair in March (with 2,150 exhibitors), Fashion Made in Belgium is on the program, as well as a presentation of Japanese kimonos and the lacy luxury of the Lingerie Show, this time featuring Swiss manufacturers. There have always been a number of prominent foreign designers among the winners of Munich's fashion award, most recently Italians: Gianfranco Ferré in 1985, and this year Gianni Versace.

The Italians are, after the Austrians, the biggest contingent of exhibitors. "They love Munich," says Demisch, "and in a sense, it's in their neighborhood."

It's not only the neighbors on the other side of the Alps who love Munich. Other visitors have also discovered the possibilities of mixing business with pleasure. Demisch puts the attractions of Bavaria to good use in advertising his Fashion Fair. For his fellow Germans, he can quote from the New Year's speech of Franz-Josef Strauss, Bavarian Minister President: "Every German feels at home in two states — his own, and Bavaria."

Demisch doesn't expect to achieve his aim of international repute for Munich from the comfort of his office. In 1985 alone he played the fashion fair diplomat in New York, Toronto, Tokyo, London and Singapore with a briefcase full of public-relations material and attractive propositions for potential exhibitors.

After a trip to Spain, a new member of the European Community, Demisch hopes to organize fashion shows in Munich for the famous Spanish designers Paul Castillo and Adolfo Dominguez.

German Fashion, needless to say, is a strong element in this international picture. For the spring runway presentation top designers like Bensdorf, Broderlow, Pezonella, Schneider and Weiss have been recruited, not to mention fashion heavyweights in terms of export and production such as Bogner, Fuchs-Chamara, Seeler, Felicitas Queisser and Teudloff.

Buyers welcome the stronger international presence in Munich (around 600 exhibitors last October), but what do the German manufacturers think about it? "When through a dramatic upswing in exports you find yourself on an international level," says Demisch, "you must present yourself with international competitors. Here or elsewhere, if you're good, you'll always do business."



Berlin's Dieter Sterling, Munich Fashion Fair.



# JIL SANDER

BEVERLY HILLS: LINA LEE DALLAS: BOUTIQUE GERLO SCHERER MIAMI: BOUTIQUE JIL SANDER NEW YORK: BARNEY'S NEW YORK: BERGDORF GOODMAN NEW YORK: LINA LEE PALM BEACH: BOUTIQUE JIL SANDER TORONTO: CREED'S JIL SANDER GMBH, POSELDORFER WEG 36, 2000 HAMBURG 13, TELEPHONE 0-40/41 40 080, TELEX 21 64 023, WEST-GERMANY

# Escada: Elegant, Sophisticated

Margaretha Ley knows how to satisfy the needs of her discerning, internationally-oriented customers in terms of fashion, interchangeability and quality. With sure hand and absolute know-how she has been creating her exciting collections Escada, Laurel and Crisca. The Swedish-born head designer and managing director of Escada (a post she shares with her husband, Wolfgang Ley) devotes herself to a deluxe program of coordinates in knits and fabric. Each group has its own color theme and is delivered as a package of complementary articles.

To give a ritzy polish to the Escada image, an extensive advertising campaign has been developed with a yearly budget of around 6.5 million Deutsche marks (\$2.7 million). The 30 Escada boutiques scattered all over the globe, sharing a common interior design concept, are either managed by business partners or established in up-market department stores like Harrods in London, Galeries Lafayette in Paris or Bergdorf-Goodman in New York.

Escada for fall/winter '86 is a collection of exquisite ornamentation, styled with great

imagination and inspired by the colors and patterns of nature. It is this mix of design, color and texture that gives the collection its wit and presence: florals with metallic-shot tweeds, strong checks with emphatic graphics, panne velvets with plisseé satins.

Laurel for fall/winter '86 is a collection of moods. The look is at the same time genteel, spirited, romantic, intellectual: from the self-determined boldness of city classics to the softened naturalism of winter primitives, from the propriety of Edwardian darts to the full-force brilliance of surrealistic abstractions. There are

tough-chic classics straight out of Casablanca and boarding school takeoffs that push tradition to the limit.

Crisca. This collection is inventive, like its name, a combination of "Christian" and "Carin," Margaretha Ley's two children. Young and fanciful, it plays with fashion: there are couture motifs on a grand scale, irreverently exaggerated; simplicity taken to a streamlined extreme of fit and shape; or English riding looks combining propriety with originality.



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BY SANDRA PABST

## Star of Evening Wear

One couture-level designer who has been raising evening wear to new heights of international sophistication is Manfred Schneider. For him, the material is the message.

"I can only work when I see the fabric in front of me," he says. The character of fabric inspires him; he loves unusual designs. "Intelligent disguise" defines evening wear for him, and he calls his fall collection *Mystic Illusions*.

Schneider started out in 1970 with a Munich couture salon, later added a prêt-à-porter collection, and is now trying to find a happy medium between the two. He is well-represented in Germany and in neighboring countries, and last year he risked a leap across the Atlantic to New York. He must, as he himself admits, tailor his collection more to American taste. Although not born in Munich, Schneider is known for his especially lovely evening *dimidi*.

This section was coordinated by *Tiane Raht*, an international fashion consultant and free-lance textile and fashion journalist.

## Empire-Builder Lilo Fink

She is fit and energetic, her runway figure clad in a black leather skirt and white sweater from her Féraud prêt-à-porter collection. She admits to being a fan of Valentino, carries a Vuitron bag and wears expensive but simple jewelry.

Her co-workers are devoted to their boss, and Lilo Fink is a great believer in teamwork. "We have some pretty tough discussions here, but I try to be fair with each colleague," she says. "I don't like yes-men. My biggest asset is my fellow workers."

Lilo Fink worked closely with her husband, Hugo, founder of the firm in 1946, who died 10 years ago. Since then she has been boss of the entire enterprise, and has managed to almost quadruple the turnover: from 100 million to 390 million Deutsche marks (\$42 million to \$163 million). Some 20 collections of women's fashions are marketed each year under various labels, split up according to season. And it is Lilo Fink who determines what they're going to look like, right down to the smallest detail. "We have definite target groups, so each label must remain consistent in its style. To ensure this consistency, I sometimes have to alter the collection three days before the first presentation. Of course, that means working day and night," she says.

Fink Modell is responsible for the lion's share of the turnover: up-market clothes, fashionable but never exaggerated. "We don't create a designer collec-

tion. We address ourselves to women who want to look pretty and feminine," explains Fink. "I believe this kind of fashion is more enduring."

The little finch (*link* in German) on the label has established itself in three dozen countries, and is particularly successful in England, Belgium and France. "although we have extremely strong competition in the latter," says Fink.



Under the Yarell label, knits and coordinates are exported worldwide. Young and fresh, with imaginative designs and solid quality, this line brought in 66 million DM last year. It has made its mark in England, Holland, Belgium, Switzerland and Austria. Further export activities are planned as soon as production capacity expands.

In 1968 Fink got the German

licensing contract (today, worldwide) for the prêt-à-porter collection of the Paris couturier Louis Féraud. At that time it consisted of young, original designs with naive or ethnic-inspired fabric motifs and was making quite a stir. Now distribution companies handle the line from Paris, London and New York. In the meantime, a partnership company of the designer and Fink, Féraud Cie, Paris, has been established, which controls the worldwide rights of the fashion house. The Fink Group presents its collections to around 4,000 customers each year. They are produced in 40 factories in Germany, Europe and the Far East. Management, workshops and distribution are concentrated in Darmstadt.

Fink's success is all the more extraordinary because it is based on the sale of dresses, which over the past years have been repeatedly pronounced "finished" as a fashion item. "However, in the stores, the dress is still the biggest seller," says Fink.

With success comes recognition. The lady from Darmstadt has tallied up several major honors, including the Fashion Award of the City of Munich, the National Award for Service in the Field of Social and Humanitarian Achievement and Le Trophée International de l'Industrie from the International Institute of Promotion in Geneva. She was also voted Businesswomen of the Year by the readers of the influential German economics magazine *Capital*.

## Fashion Forecast: The German Designer Shows

While the Carnival in Munich and the Rhineland reaches its peak, replete with burlesque parades and costume balls, German fashion is already making its autumn premiere. Düsseldorf kicks off the action in early February with the Collections *Prémieren Düsseldorf*, and the *Igdo II*, April 6-8, marks the finale.

In between are other fashion fairs in Munich and Berlin, plus *Igdo I* March 2-5, including the German Designer Shows.

This high-fashion spectacular is the season's main event, even if certain members of the all-star cast prefer to reveal their creations under the spotlights of their own stages, as do Uta Raasch, *Beatrice Hympendahl* and *Manfred Schneider*.

So what does the new show Autumn Fashion, Made in Germany have to offer? Svelte, feminine silhouettes. A boom for jersey and knits. Snaking patterns and textures, but quiet colors. There is plenty of luster, colorful details and accessories.

There's also a touch of mystery for the fall customer, inspiration gleaned from Hollywood and the glamour of the Orient Express: rich fur trimmings, turbans and fantasy-patterned velvets for after dark.

*Wolfgang Joop*, a multi-talented and very busy designer — he has clothed Sylvester "Rambo" Stallone in macho leather and actress Hanna Schygulla with seductive femininity — happily panders to luxury-seekers. He knows how to give a rich look wit and sexiness. His signature: the dragon of fortune and money, as evidenced in his fabric designs and decorative details. Now making a debut as escort to the Joop woman is the Joop man, whose image represents "classics with a twist of irony."

*Caren Pflieger*, who last year concerned herself exclusively with design commissions including knits, scarves and shoes, is once again showing her own collection. This time her sporty/puist style is softer, more

imaginative. European class features racy wool suits and ensembles; Country Hunting offers sporty designs in strong fashion colors and new textures. She has christened her relaxed afternoon dresses in coarse-quality materials, *Modern Mystic*, and her lacquer-and-inlay-look evening wear, *China*.

*Beatrice Hympendahl* is putting women back in dresses, but lets them choose between very short and long hemlines. Broad shoulders are in evidence, but only to provide a contrast to small waists. Anthracite gray and warm brown, *Hympendahl's* autumn shades, are lightened with powder tones.

*Reimer Claussen*, who capitalized to success with his sportswear separates in unexpected colors and textures, is also backing the dress this time. His favorite series: go-everywhere shifts in black wool jersey. His down-to-earth city chic includes close-to-the-body suits in men's fabrics under enormous coats with fur trim. The colors: rust red combined with black and white, fanned gray with coffee brown. And for evening: antique silver shimmer and bronze.

*Barbara Bernstorff's* strength is a feminine but comfortable style. "If my fashion stopped being relaxed, it would no longer be my fashion," she says. For fall she is showing suits in natural-colored Irish tweeds with silk blouses, and highly individual coordinates in knits and wool. For evening she offers lots of silk velvet. But her strongest suit is her generous, elegant knits.

*Dietrich Seeler*, very active in France and America with his own distribution companies, concentrates on clean-cut, uncomplicated day wear. His line is based on well-tailored coats, ensembles and suits, and a more accentuated waist reflects the new trend toward femininity. Most outstanding are his lavish, avant-garde tweed-and-leather combinations and his cheeky Seeler remakes of late-1950s designs.

*Daniela Bechtloff* has a good chance to make it into the German designer elite. After an education at the Hamburg School of Design, she got her practical experience in Italy, and has been her own boss since 1982. "My greatest strength is that I work independently of others," she says. Feminine and masculine fashion are of equal importance to her. Her clothes have personality and quality.



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to the more than 55,000 fashion buyers from the finest stores all over the world to the European Fashion Events in March in Düsseldorf, West Germany

March 1-2: The German Designer Shows Düsseldorf  
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 FASHION

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### Sandra Pabst Does It All

Right on Berlin's great boulevard, the Kurfürstendamm, is the Gerhard Pabst fashion house. It is almost exactly in the middle, between the famous war-damaged memorial church, the Gedächtniskirche, and the residential quarter Grunewald, once the actual green forest of its name.

Fashion from the Gerhard Pabst firm, which had a turnover last year of 50 million Deutsche marks (\$21 million), is sold under three labels offering three different looks. *CA*, or Creation Mademoiselle, is young, clean-cut, sporty. For fall '86 it features overcoats of cashmere and wool, ensembles

and relaxed evening wear, and a large range of coordinated knitwear. The Mademoiselle line accounts for the majority of sales. *Carolina* reflects a more elegant and mature clientele. It includes pure-silk dresses, knits and jerseys in *madame wool* and close-to-the-body suits, sometimes with matching coats.

The eveningwear line is named after its designer, who also happens to be the owner's wife. Sandra Pabst got her start in design and industrial production through a classical/professional education. At 22 she was hired as a designer by Gerhard Pabst, himself a textile specialist, born and bred in the family

tradition of clothing manufacturing. The business partnership eventually became a personal one.

Sandra Pabst is responsible for all three collections, from fabric selection to finished products. How does she do it? "With concentrated effort and a lot of loud music," she answers. She has the tough vitality typical of Berliners, and neither hard work nor stress can put a dent in her sense of humor or her enthusiasm.

The appeal of the Pabsts' fashion is widening: 40 percent of production is exported. Every season the collections take the royal tour through the most



important fashion capitals of Germany and Europe: Munich, Düsseldorf, Amsterdam, Brussels, Zurich and London. The buyers who seem to most love the visit to Germany are the Americans and Canadians. Their appreciation of Pabst's collections continues to grow from season to season.

### German Textiles Rally

The German textile and clothing industry enjoyed a 1 percent increase in worldwide sales last year, maintaining its position as the world's second-largest exporter of textiles and clothing.

Even so, this presents a slowdown in Deutsche mark terms after an expo growth rate of 15 percent in 1984, for a total of 25.5 billion DM (now worth about \$10.5 billion). Imports slowed down to 10 percent after having totaled 13 percent in 1984, reaching the 33-billion-DM (\$14-billion) level.

When Ernst-Günter Plutte, president of the Textile Association (Gesamtextil), announced these figures at the beginning of February, he predicted that the industry's upward trend would continue this year.

According to Plutte, final figures are expected to show that last year's production of German textiles increased 2 percent and total sales increased 5 percent, to 36.5 billion DM (\$15.5 billion).

Net orders improved by 5 percent (2.5 percent in real, or after-inflation, terms), due mainly to the 7 percent gain in foreign orders, while domestic orders saw only a 4 percent improvement.

Plutte attributed this negative

trade balance to the continued one-sided relationship with so-called low-wage countries, which include developing countries, newly industrializing countries (NICs) and Eastern bloc nations. He called for provisions in the World Textile Agreement (WTA), now up for renewal, to provide for mutual open markets to correct this imbalance.

Calling WTA "unloved but indispensable," the association president said the agreement represented "a reasonable balance of interests" and "the best of all realistic options." He said an effective agreement was necessary in order to give medium-sized companies a chance to survive on the world textile market. Although Germany is one of the world's biggest textile and clothing producers, most of the firms involved are small or medium-sized.

These companies need such assurance if they are to make the investments required to modernize their capacity with electronic-controlled production machinery, Plutte said. At the same time, modernization is essential if these companies are to remain competitive. Despite — or because of — the media attention focused on Germany's technol-

ogy gap vis-à-vis competitors like the United States and Japan, the country's manufacturers have been pouring more money, particularly since last year, into state-of-the-art computerized production facilities.

Plutte also noted that German textile and fashion designers have been gaining increased recognition outside their home country. "Creativity in fashion,"

noted a report on the industry last year by the Westdeutsche Landesbank (West LB), one of the leading German banks, is "the key to future success." The country's textile and clothing companies already have an export ratio of 40 percent, and Germany now ranks second only to Italy on the world market, the bank pointed out.

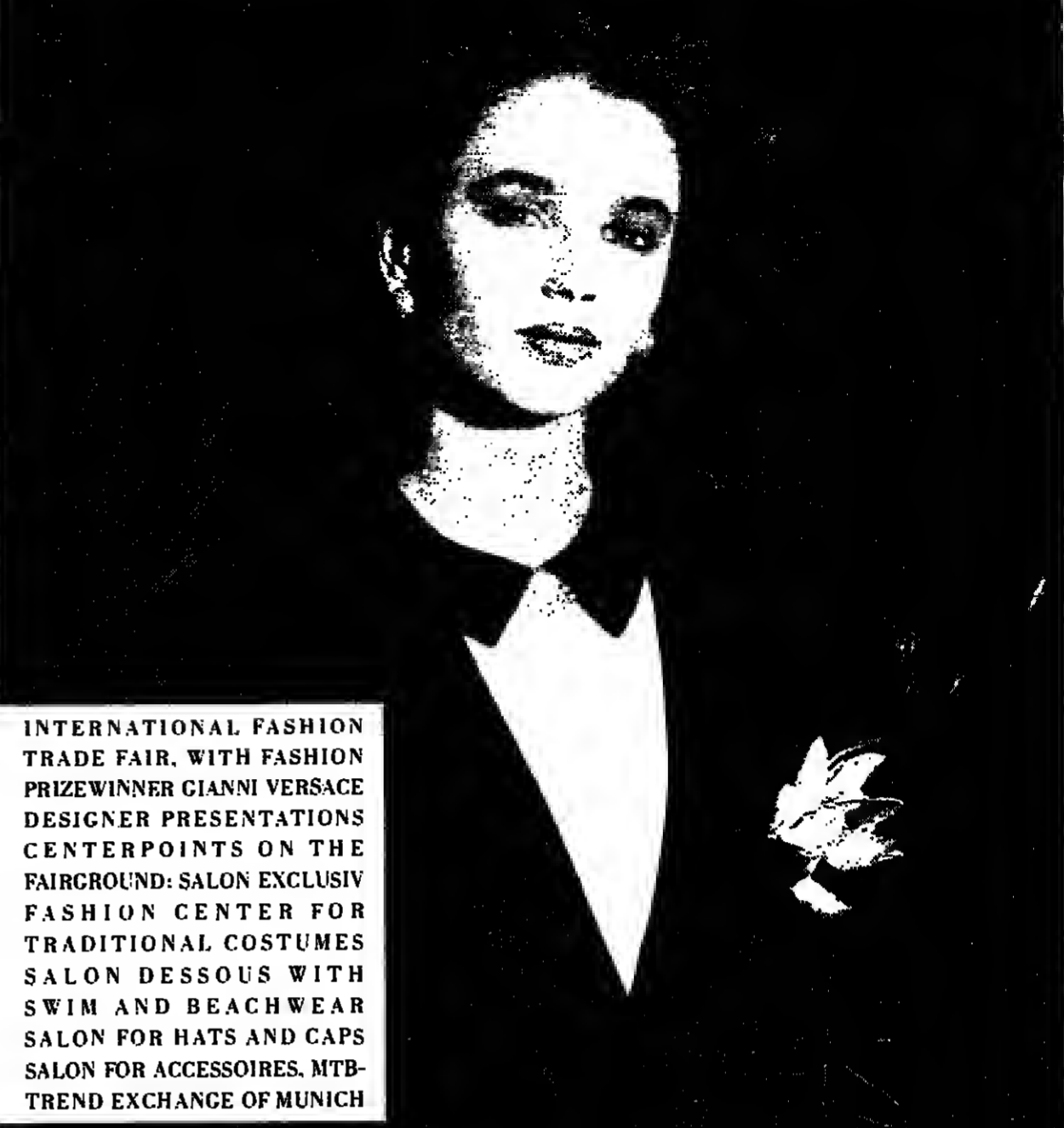


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# Around the World With Mondri



Karl-Dieter Demich (left), Managing Director, Munich Fashion Fair, and Herwig Zahm (right), Director, Mondri Group.

From the south of Germany, in a cleanly modern Munich building, Herwig Zahm, 57, directs the underpinnings of the internationally successful Mondri group. He recently changed the name of the firm, "because only insiders had any idea what the former name, MBS Group, meant." And Mondri was the start of the success story.

Zahm, Munich-born and an accomplished sportsman, studied business administration before setting up his own ready-to-wear company. With Otto Bruestle, who brought his knitwear factory into the partnership and is now the finance expert of the group, he established the Mondri company in 1967.

Zahm took over the creative and dynamic role right from the beginning, methodically building up his ready-to-wear collections through the purchase of appropriate firms. The turnover of these collections now stands at an impressive 400 million Deutsche marks (\$168 million), three-quarters of which is brought in by the Mondri line.

This positive balance sheet is the result of several elements: a style based on leisure-wear coordinates, direct control over man-

ufacturing (all collections, even those for the American market, are produced in Germany), intelligent direction in terms of expansion, and significant consumer advertising.

"We direct our advertising strongly towards the consumer," says Zahm. "Mondri is our most widely distributed brand, and the most important in terms of image. Besides Europe, it has established itself in Australia, New Zealand, Brazil... in fact, everywhere. We started off in America six years ago, and in the last two years we have achieved a real breakthrough."

Each collection has its own design studio, whose employees are as international as the designs. "We don't do anything special for the specific markets," explains Zahm. "Our collections have an international style to begin with, and so far this strategy has always proved advantageous for us."

It's no secret that Zahm exerts great influence over the look of his brands. "In a certain sense, I float between marketing considerations and the creative factor, and I lean more strongly towards the creative side," he asserts.

# The Mondri Man Makes His Entrance

Declares Mondri Director Herwig Zahm, it was actually the trade that stimulated his latest enterprise. Mondri Man is a new line of coordinates for the sporty, fashion-oriented man between 25 and 45, based on the same principle of color-and-style packages found in women's collections. It includes pullovers,

jackets, trousers, shirts, polo shirts, suits, overcoats and, of course, matching accessories like ties, scarves, belts and socks. Zahm concedes that men's outfits will have to get used to this new system. He also admits to making some adjustments after his first sales effort, above all in his color selection. "We coordinated with the colors in our women's collection. It looked great on the runway, but in the harsh daylight of selling, it was less than effective."

The Mondri Man will make

his debut this fall in Germany, the Benelux countries, England and America. Mondri of America is distributing Mondri Man as well as the women's lines. It will be sold there in five special Mondri Man stores, as well as in up-market department stores and menswear boutiques. Expected turnover for 1986 is 10 million DM.

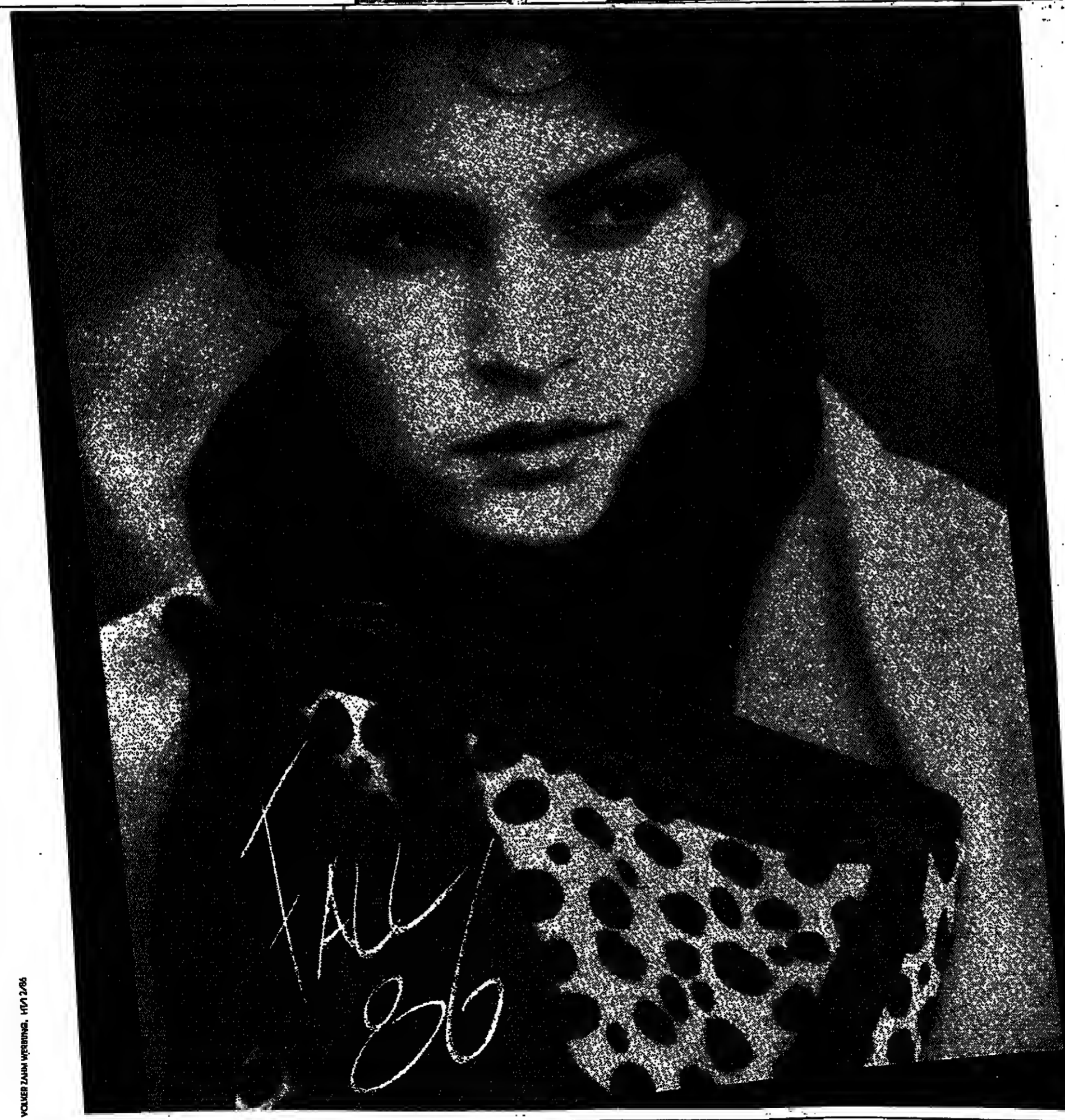
The collection will offer five fashion themes. Color Club reflects a country-club style with a new color palette, for example petroleum blue or anthracite gray with yellow or orange. Oxford is more elegant, though it retains a sporty feel and demonstrates a subtle use of knits. Characteristic of the Oriental coordinates are jacquard motifs and the colors of Turkish kilims. The gentleman farmer is the inspiration for Country, where autumn tones dominate in tweeds, corduroys and cable-knit knits. Finally, the Graphic line, functional and cool and based on gray, lends variety to its knits with geometric patterns from the 1920s.

The feminine side of the

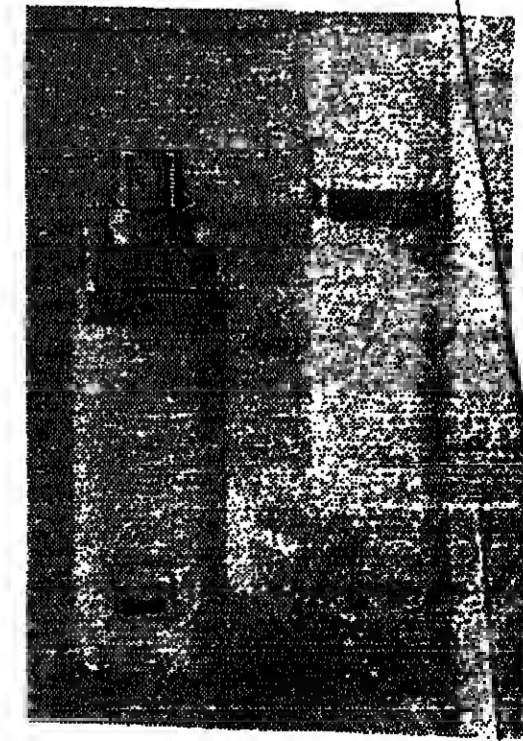
Mondri look for fall is a stimulating mix of city-slicker and leisure-lover, classical styling and young, avant-garde themes.

Christa Zahm, wife of the owner, exerts great influence over the styling of Mondri's sport women's leisure wear. It's no wonder; as a seven-time German women's golf champion, she knows what works on the greens and in the sand traps. The result: playful, unconventional designs that have enjoyed great success.

Recently, there's been a fresh, piquant fragrance wafting around the Mondri woman, an eau de toilette in a pocket-sized atomizer specially developed and manufactured in France. It is the complement to Mondri I, which was launched in 1984. "We deliver it only in conjunction with our Mondri collection, to our own special shops and stores that carry Mondri," says Zahm. "And even though they are not parfumeries, it's well as a gift or as an attractive handbag atomizer. Or it can be used promotionally, as a token of appreciation for good sales."



FASHION. ACCESSORIES. FRAGRANCE.



MONDRI, RUDOLF-DIESEL-STRASSE 8, AICHACH.

VOLKER ZAHM WIRTSCHAFTS-FOTOGRAFIE, WITZ 2/86

DOONESBURY



ARTS / LEISURE

Shopkeeper 'Joseph Tricot' Sells Lifestyle as Well as Fashions

NEW YORK — Joseph Ettedgui never lets the phone ring twice. "A visual snob," as he has been called, he spends about \$6 for cash hanger in all of his 36 shops. The way the clothes hang in the impeccable, high-tech shops, the hangers become part of the decor.

His way into the fashion world was erratic. "But everything I've done has been good," he said. "It's helped me in my present company." He first worked for an uncle in Morocco who taught him the export business—and never to let the phone ring twice. "He used to shout at me: 'Pick up the phone!'"

After Kenzo, Ettedgui picked up Alaïa and Yoshi Yamamoto. He also started offering his own knitwear, which was as simple as his black and white, high-tech decor. His clothes cater to people who want to do their own thing and don't really know how to. Ettedgui offers very simple solutions. "Using the best natural fabrics, I design a maximum of 12 different shapes in two textures — jersey, thin or thickly ribbed. Three sets of colors: one classic, say, beige and brown; another avant-garde, say, purple, hot pink; and the third one a mixture of the two."



HEBE DORSEY

Lifestyle as well as fashion. He and his customers are part of a special and exclusive, even elitist, club. It is not enough that they dress a certain way — casual in an offbeat fashion dominated by big Japanese black shapes. They also live a certain way, amid an abstract, black-and-white, high-tech decor and Art Deco furniture revived by André Putnam.

He opened a hairdressing salon with his savings. "It was during the wonderful 1960s, the days of Mary Quant, the beginning of Kenzo." The hairdressing experience proved "wonderful training. You learn to deal with people." But "I'm impatient," he added. "I started wanting something more than hairdressing. I didn't find it exciting enough any more."

He also gives two lengths of skirts, mini and maxi. The result is seemingly infinite combinations without millions of clothes lying around, just a few well-chosen belts, a few pretty hats and some original, roomy bags. Ettedgui opened side shops selling modern designs such as black Apex watches, black and white Timney Fowler ceramics, black Coakley bar stools and black Franco Maria Ricci art books, all to go with the black Alaïa or Yamamoto clothes.

Andrés Segovia Turns 93, Starts U. S. Visit in His 70th Year of Touring

WASHINGTON — When he was young, Andrés Segovia likes to recall, he once said a little prayer: "Lord, I am a very bad singer who does not deserve your glory, so please leave me here." Evidently, it worked: Segovia celebrated his 93rd birthday Friday, and this year marks the 70th anniversary of his first tour. He still plays to packed houses when he takes his guitar on the road, as for his seven-week U.S. tour that starts Wednesday in New York.



The master is taking "Miss Segovia" on tour again.

the students of his students; all are beneficiaries of the possibilities he has revealed, the audiences he has built and the compositions he has inspired. Segovia has not served his instrument as a composer — at least not publicly. It is reported that he has composed music for the guitar but decided to withhold it from publication until after his death, so that other guitarists will not have to worry about having their performances compared with his. In any case, Segovia has enlarged the repertory with transcriptions of works for other instruments, and has led composers to take a new look at the guitar.

natural tendency is toward tenderness, highlighted with rhythmic and harmonic excitement. It is not a good instrument for anger or grandiose fantasies — and if it were, it probably would not have attracted a player as unassuming as Segovia. When he talks about the guitar as a friend, Segovia inevitably compares this most intimate of instruments to a woman. "You know that the guitar has feminine curves," he once said, "and this influences her behavior. Sometimes it is impossible to deal with her, but most of the time she is very sweet; and if you caress her properly, she will sing very beautifully." When he fills with his guitar, he buys a ticket for it, refers to it as "Miss Segovia" and straps it into the seat next to his.

Segovia's parents wanted him to become a lawyer, or if he had to be a musician, to play an instrument with some class: violin or piano. But he had fallen in love with the guitar at first hearing and felt he was destined to give it its true place in the world of music. He has done exactly that. When Segovia began, the guitar seemed an instrument with a promising

past and no future. It had enjoyed a boom in the early 19th century. For a while, even Paganini abandoned the violin to perform as a guitar virtuoso, and there were fine guitarists-composers such as Fernando Sor and Mauro Giuliani; Hector Berlioz was a guitarist but wrote almost no significant music for the instrument. The guitar is the only instrument in general use for classical music that a performer can carry onstage, tune by himself and use for a musically complete performance, including harmony and counterpoint, without any kind of accompaniment. The violin or cello can play limited harmonics for a while, and a player of monumental stature can hold an audience for a whole concert devoted to such music — perhaps once or twice a year, but over a prolonged period, the process can become torture for audience and player alike.

In a sense, Segovia has consciously devoted his life to missionary work; in another sense, his career has been a love affair with an inanimate object — inanimate, that is, until he touches it and the strings come to life. When he talks about the guitar as a musical instrument, he calls it "a small orchestra — an orchestra seen through the wrong end of a pair of binoculars." In his hands it becomes capable of an enormous variety of expressions, though its

Culture Ministry had agreed to allow the avant-garde Canadian Trio to tour in U.S. and Canadian cities from June 20 through July 12. Yelena Tikhomirova, a spokeswoman for Goskoncert, the Soviet agency that handles musical groups, confirmed this but said no contract had yet been signed.

U. S. Tour Set for Soviet Jazz Group

NEW YORK — A concert producer has reached a tentative agreement to bring a major Soviet jazz group to the United States this summer, for what is believed to be the first time. John W. Ballard of Jackson Hole, Wyoming, said the Soviet

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NYSE Most Actives table with columns for Volume, High, Low, Last, Change. Includes symbols like AT&T, Amgen, etc.

NYSE Index table with columns for High, Low, Close, Change. Includes Dow Jones Average, NYSE Composite, etc.

Monday's NYSE Closing. Includes NYSE Most Actives table and Odd-Lot Trading In N.Y. table.

AMEX Diaries, NASDAQ Index, AMEX Most Actives, AMEX Sales, and AMEX Stock Index tables.

Large table of NYSE stock prices with columns for 12 Month High, Low, Stock, Div., Yld., PE, etc.

NYSE Mixed; Dow at Record

NEW YORK — The Dow Jones industrial average advanced Monday to an all-time closing high but fell short of the 1,700 mark. Prices on the New York Stock Exchange closed mixed in active trading. The Dow Jones industrial average, which rose 24.89 to a record 1,697.71 Friday, edged up 0.57 to 1,698.28 Monday. Although the blue-chip index pushed through the 1,700 barrier in early afternoon trading, prices later retreated.

Large table of NYSE stock prices, continuing from the left side, with columns for 12 Month High, Low, Stock, Div., Yld., PE, etc.



Statistics Index table listing various market indices like AMEX, NYSE, and others.

TUESDAY, FEBRUARY 25, 1986

FUTURES AND OPTIONS

Limited Success Forecast In U.S. Farm Experiment

By SONIA HILLGREN United Press International

WASHINGTON — Government economists say the 1985 farm bill's experiment to regain lost U.S. export markets for grain, soybeans and cotton by lowering prices may be less successful for some crops than others, especially wheat.

Economists say expected wheat surpluses could get in the way of lower prices.

Recovery Seen for Oil Prices

Analysts Expect Saudi Output Cut

LONDON — Saudi Arabia's announcement that it would work to ensure that oil prices return to "acceptable levels" could start a modest recovery in the crude oil market after five weeks of almost daily falls, industry analysts said Monday.

The Saudi statement represented a considerable softening of the kingdom's hardline policy and indicated that it may at last be ready to cut its soaring production, which analysts blame for the halving of prices since November.

Crude oil prices turned higher Monday on the U.S. spot market, where benchmark West Texas Intermediate for April delivery rose \$1.58 to close at \$13.11 per barrel.

Eastern Agrees To a Merger With Texas Air

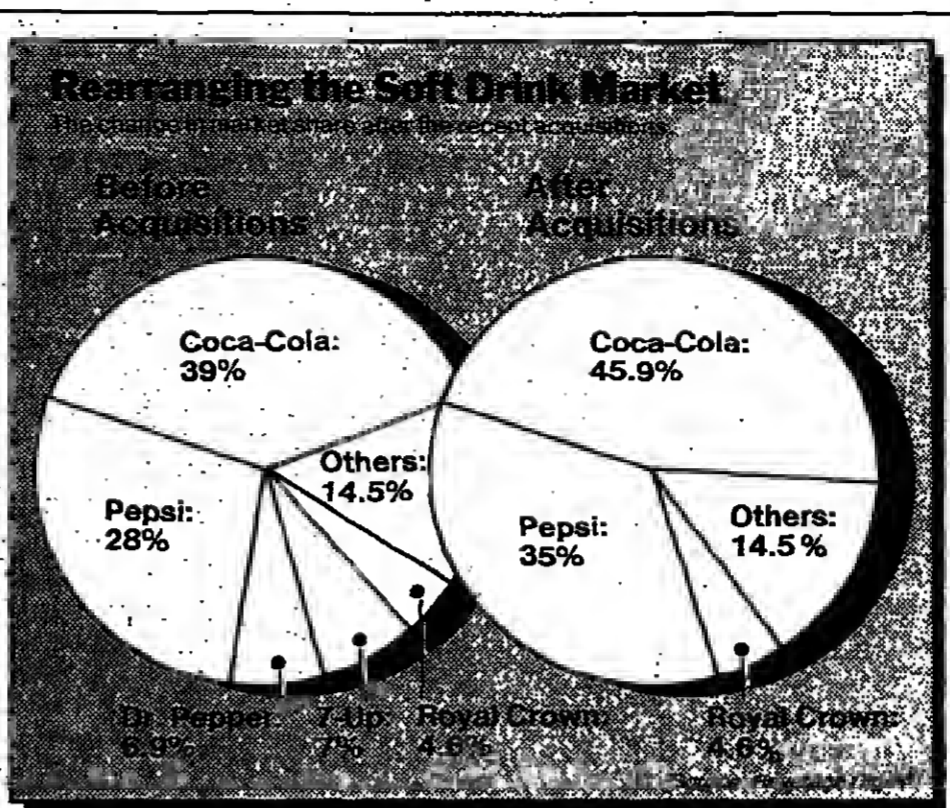
Compiled by Our Staff from Dispatches

MIAMI — Eastern Airlines, the third-largest U.S. carrier, announced Monday that it had agreed in principle to be acquired by Texas Air Corp. in order to avoid seeking bankruptcy-court protection from its creditors.



Frank A. Lorenzo

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In the Cross Fire of the Cola Wars

Small Bottlers May Be Casualties of Coke-Pepsi Battle

By Richard W. Stevenson New York Times Service NEW YORK — The ever-growing marketing war between Coca-Cola Co. and PepsiCo Inc. offers proof of the old adage that when elephants fight, the ants get stomped on.

Larger China Trade Deficit Reported

BEIJING — The Customs Department said Monday that China had a \$14-billion merchandise trade deficit in 1985, almost double the \$7.6-billion 1984 deficit reported last month by the Foreign Trade Ministry.

2 Trade Blocs In Europe Agree On Revised Pact

BRUSSELS — The European Community and the six-nation European Free Trade Association have completed negotiations to revise their agreement on tariffs and trade, the EC said Monday.

Dollar's Fall Outracing Policy Checks

By James Steinbold New York Times Service NEW YORK — The dollar has dropped almost on a par over the last five months, just as the leading industrial nations had hoped when they agreed in September on a joint effort to weaken the currency.

U.S. Business Economists See Stronger Growth This Year

WASHINGTON — The United States will enjoy stronger growth this year, with little danger of a recession as falling oil prices help hold down inflation, business economists predicted Monday.

Currency Rates

Currency Rates table with columns for Country, D.M., S.F., G.P., etc.

Interest Rates

Interest Rates table with columns for Term, Rate, etc.

Key Money Market Rates

Key Money Market Rates table with columns for Instrument, Rate, etc.

U.S. Money Market Funds

U.S. Money Market Funds table with columns for Fund Name, Assets, etc.

Foreign & Colonial Reserve Asset Fund

Foreign & Colonial Reserve Asset Fund table with columns for Asset Name, Price, etc.

Gold

Gold table with columns for Item, Price, etc.

Argentine Republic External U.S. \$ Bonds and Bonos Nominativos

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Executive Development Program

Executive Development Program Spring session: May 4-23 Fall session: October 12-31

Institute for International Management

Institute for International Management at Burgenstock, Switzerland

Northwestern University 1986 Management Development Programs

J.L. Kellogg Graduate School of Management Evanston, Illinois

Monday's NYSE Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

12 Month High Low Stock Div. Yld. PE High Low

Table of NYSE closing prices for various stocks, including 12-month high and low, dividend yield, and price-earnings ratio.

U.S. Futures

Via The Associated Press

Feb. 24

Grains

Table of U.S. futures prices for grains, including wheat, corn, and soybeans.

Metals

Table of U.S. futures prices for metals, including copper, aluminum, and zinc.

Livestock

Table of U.S. futures prices for livestock, including cattle and hogs.

Food

Table of U.S. futures prices for food commodities, including coffee and soybean meal.

Currency Options

Philadelphia Exchange

Table of currency option prices for various currencies.

Financial

Table of financial market data, including Treasury bonds and municipal bonds.

Table of international stock market data, including London, Tokyo, and Sydney.

Table of international stock market data, including Frankfurt, Zurich, and Amsterdam.

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Table of international stock market data, including Singapore, Kuala Lumpur, and Jakarta.

London Commodities

Table of London commodity prices for various goods.

Asian Commodities

Table of Asian commodity prices for various goods.

Paris Commodities

Table of Paris commodity prices for various goods.

Cash Prices

Table of cash prices for various commodities.

Dividends

Table of dividend payments for various companies.

U.S. Treasuries

Table of U.S. Treasury bond prices.

London Metals

Table of London metal prices for various metals.

S&P 100 Index Options

Table of S&P 100 index option prices.

France Sees Inflation

France Sees Inflation Falling Below 2% in '86. Paris — France's annual inflation rate should fall to little more than 2 percent by the end of June, the Finance Ministry said Monday.

DM Futures Options

Table of DM futures option prices.



Monday's AMEX Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

Table with columns: 12 Month High/Low, Stock, Div. Yld. PE, 52 High/Low, Close, Open/Close. Lists various stocks like ADI, AL, AM, etc.

Table with columns: 12 Month High/Low, Stock, Div. Yld. PE, 52 High/Low, Close, Open/Close. Lists various stocks like B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z.

Table with columns: 12 Month High/Low, Stock, Div. Yld. PE, 52 High/Low, Close, Open/Close. Lists various stocks like A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z.

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Floating-Rate Notes

Table with columns: Issuer/Note, Coupon, Maturity, Bid, Ask. Lists various floating rate notes from issuers like Citicorp, Amstar, etc.

Pounds Sterling

Table with columns: Issuer/Note, Coupon, Maturity, Bid, Ask. Lists various floating rate notes in Pounds Sterling.

Japanese Yen

Table with columns: Issuer/Note, Coupon, Maturity, Bid, Ask. Lists various floating rate notes in Japanese Yen.

Canadian Dollars

Table with columns: Issuer/Note, Coupon, Maturity, Bid, Ask. Lists various floating rate notes in Canadian Dollars.

Deutsche Marks

Table with columns: Issuer/Note, Coupon, Maturity, Bid, Ask. Lists various floating rate notes in Deutsche Marks.

E.C.U.

Table with columns: Issuer/Note, Coupon, Maturity, Bid, Ask. Lists various floating rate notes in E.C.U.

INTERNATIONAL FUNDS (Quotations by Funds Listed) 24 Feb. 1986

Large table listing various international funds with columns for fund name, share price, and other details. Includes sections for AMERICAN FUNDS, INTERNATIONAL FUNDS, and OTHER FUNDS.

AMEX Highs-Lows

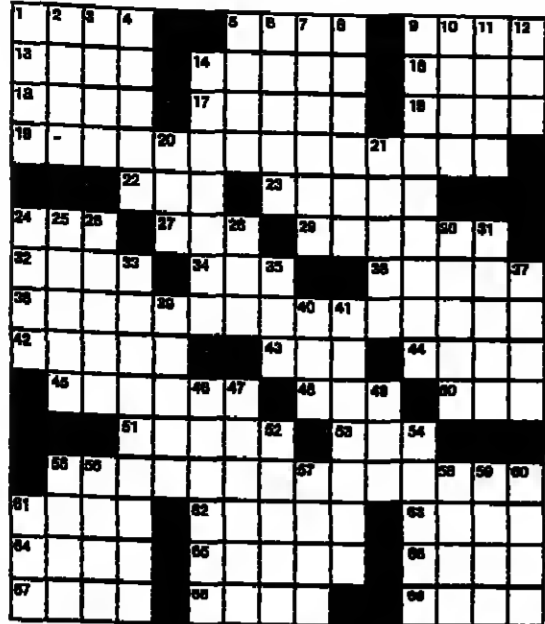
Table showing high and low prices for various stocks on the AMEX.

NYSE Highs-Lows

Table showing high and low prices for various stocks on the NYSE.







**ACROSS**

1 Boundless  
2 Part of B.S.A.  
3 Subject of  
9 Katz's "Days  
of Wrath"  
13 "He did not  
button for  
it"; Rabelais  
15 Iowa city  
19 — impasse  
17 Ryan or Tatum  
18 Apollon  
19 Two cities in  
Italy  
22 Soak flax  
23 The goods, to a  
D.A.  
24 Squarer  
27 Pop  
29 Beginnings  
32 Road sign  
34 Jigger  
36 Band leader  
Jones  
38 Two cities in  
Italy  
42 Rossellini  
classic; 1946  
43 Wave's kin  
44 A Cassini  
45 Something to  
serve  
48 Reporter's  
query  
50 Verdi aria  
51 Label

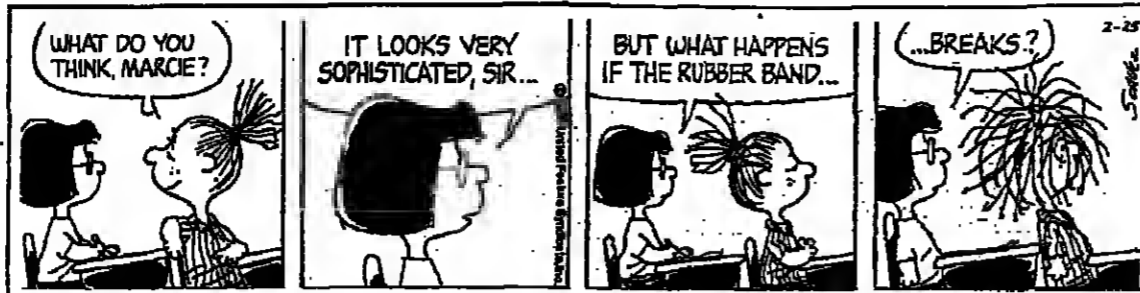
**DOWN**

1 Drugstore  
containing  
today  
2 Vno town  
3 Czech, for one  
4 Gedda, a.g.  
5 Healthy, in  
Elba  
6 Fawn  
7 alla Scala  
8 Old West  
gathering  
place  
9 Poster, in  
Postumo  
10 Mince is its  
capital  
11 San —, on  
the Italian  
 Riviera  
12 Simple sugar  
14 "Il Giardino  
dei Finzi" —  
De Sica film  
15 Viper

20 Gun an engine  
21 Pitcher's aid  
24 Invitation  
abbr.  
25 — and  
luxury look"  
26 Lancavillo  
clown  
28 "Mamma  
—"  
29 Fulcrum for  
an oar  
31 Frugal one  
33 Collier  
35 Fixed bench  
37 They followed  
that star  
39 Belgian Congo  
today  
40 Biz's crop  
41 Buttercup  
parts  
46 Moulton Rouge  
dance  
47 Cell product  
49 Breakfast in  
800 West  
52 Decorative  
piece  
54 Fencing gear  
55 Kind of  
"Picnic"  
author  
57 Mme.  
Schiaparelli  
58 Cartel letters  
59 Cuneo coin  
60 Image  
61 Viper

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PEANUTS



BLONDIE



BEEBLE BAILEY



ANDY CAPP



WIZARD OF ID



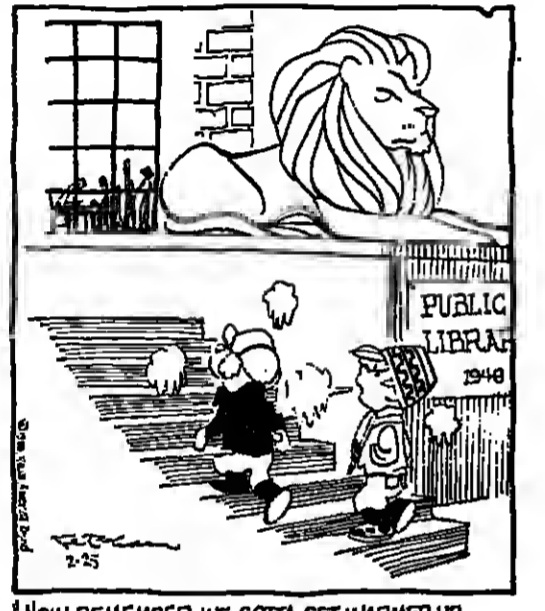
REX MORGAN



KAY...



DENNIS THE MENACE



Now remember, we gotta get warmed up before we get kicked out.

JUMBLE

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

Answer here: O O O O YOU'RE O O O O

Yesterday's Jumble: FLOUT INKED NUANCE RUBBER

Answer: Either a boxer carries out his plans to beat his opponent, or he's this—CARRIED OUT

WEATHER

Table with weather forecasts for Europe, Asia, Africa, Latin America, North America, Middle East, and Oceania.

World Stock Markets

Table with stock market data for various cities including Amsterdam, Brussels, Frankfurt, London, Paris, Zurich, Tokyo, and others.

BOOKS

CONFLICTS & CONTRADICTIONS By Meron Benvenisti. 210 pages. \$15.95. Villard, Random House, 201 East 50th Street, New York, N.Y. 10022.

Reviewed by Christopher Lehmann-Haupt

AMONG the conflicts referred to in the title of Meron Benvenisti's acutely thoughtful "Conflicts and Contradictions" are those between Israelis and Arabs in the Middle East, between Israelis and Palestinian Arabs in Jerusalem and on the West Bank of the Jordan River, and between Ashkenazi and Oriental Jews in Israeli society.

The contradictions are those that Benvenisti discerns between Israel's ideals and its policies, particularly toward the settlement of the occupied territories. If the result of those policies was no longer rationalized as a temporary, fluid situation capable of being reversed, and acknowledged as the fait accompli that the author believes it to be, then Israelis would be faced with unpleasant choices, he says.

To solve the Palestinian problem, he writes, they would have to choose between partitioning Israel or granting Israeli Arabs full equality in a binational state. Or, he says, they would have to accept the Israeli has become a "majority tyranny," a "Hebrew democracy where the minority is disenfranchised and deprived of basic civil rights."

To explain how Israel reached its present crisis, Benvenisti examines his own background and what he calls his "inner contradictions," ironically borrowing the Marxist phrase. As the child of a Sephardic father and an Ashkenazi mother, he understands Israel's

cultural contradictions. As the son of a pioneer, he understands the Zionist ideal and how it got passed on to the first generation of sabras. As a former deputy mayor of Jerusalem under Mayor Teddy Kollek and a specialist in Israeli-Palestinian affairs, he understands the Arab point of view.

He offers a sensitive and persuasive analysis of how the ideals of his parents' generation got corrupted. Benvenisti's generation was imbued with a mission of leadership, a mystical love for the physical land and a belief that a Zionist society could be achieved through the principles of humanistic (as opposed to scientific) socialism.

But, he says, the ideals of the founders were undermined, the early pioneer ethos of kibbutz-centered socialism was compromised by statism, or David Ben-Gurion's recognition that Israel required an army and an industrial base. The mystical love for Eretz Israel was twisted into messianic chauvinism that relegated the Arab inhabitants to the status of native fauna. And the sense of leadership translated itself into elitism that Oriental immigrants saw as arrogant and paternalistic.

The watershed came with the 1967 war. What began as a defensive battle turned into a campaign of expansion. In time, Menachem Begin and the Likud party seized upon the inner contradictions of the Labor-Zionists and carried them to their xenophobic, chauvinistic, fundamentalist conclusions, Benvenisti says. "They were occupiers with a clear conscience."

Much of this analysis was implicit in such books as Amos Oz's "In the Land of Israel," Jacobo Timerman's "The Longest War: Israel in Lebanon" and Earl Shorris' "Jews Without Mercy." What is fresh about Benvenisti's study is, first, that it is a case of the left criticizing the left. Instead of the right, and, second, that it avoids polemic and rant.

And he proposes no solutions. He believes that, in Jerusalem, "it is the solution that dictates the problem and not vice versa." He asks only that the problem be acknowledged. What is impressive is the degree of outrage his definition of the problem has aroused, even among his friends. To his argument that the present "temporary" occupation "merely camouflages the consolidation of a hierarchy of superiors and inferiors," his colleagues have cried "premature," "spreading despair," "likened spokesman" and "naive."

One is tempted to draw the conclusion that a man with so many opponents must have something worthwhile to say.

Christopher Lehmann-Haupt is on the staff of The New York Times.

CHESS

By Robert Byrne

THE international master Elizabeth Ubilava of the Soviet Union won the Troicko Teplice International Tournament in Czechoslovakia. His 10-5 score also earned him a norm toward the grandmaster title.

Ubilava, 35 years old, left it to the younger competitors to produce the scintillating combinations. He seemed more than content to win end-games of the type that he brought about against Humberto Pecorelli of Cuba in the 12th round. Ubilava's unorthodox opening play finally settled into a kind of Philidor Defense after 5...P-K4. After 12...B-N3, Pecorelli should have played 13 QxP. P-P; 14 P-B5, B-N3; 15 B-KN5 with a clear advantage in the form of a king-side attack.

Chess

backward KP and ineffective bishop.

Pecorelli aimed for simplification with 21 N-K2, because 21...N-K2; 22 BxN, R-K; 23 N-N3, R-K4; 24 QxQ got rid of his bad bishop. However, 24 QxQ; 25 R-K2, N-B3 gave Black subtle endgame superiority, because of the weakness of the overextended white KBP.

With the black king posted so beautifully, Pecorelli could not well answer 33...R-K5! by 34 R-K2, N-K2; 35 N-K3, P-N4; 36 K-B1, N-Q3. On 37...N-Q4, the error in 38 P-B4 would be in yielding Black a winning attack after 38...N-B5; 39 R-K2, R-K7. Pecorelli did recover his pawn with 43 R-K2, but after 43...K-K5; 44 R-N8, N-Qch; 45 K-N5, K-K6; Ubilava began to show what a well-placed king can do.

On 48...N-K4, Pecorelli gave up on the attempt to halt the passed KBP by 49 R-DB8, because 49...R-K3; 50 P-B4, R-B4 virtually forces 51 K-R3, N-B6; 52 N-K4, K-N with a winning rook-and-pawn ending.

Chessboard diagram showing a game position.

Table with chess-related statistics and scores.

Table with chess-related statistics and scores.

Table with chess-related statistics and scores.

SPORTS

Bubka Sits Out Meets; Gray Sets Run Mark

Los Angeles Times Service SAN DIEGO — While the cold war among the pole vaulters at the Michelob Invitational was put on hold Sunday, there was a quieter but heated conflict going on between two runners.

Frazier Gets Decision as 'Pa' Helps

United Press International RICHMOND, California — Like many fathers before him, former heavyweight champion Joe Frazier helped settle a fight for his son.



James Smith's nose was flattened by Mavis Frazier, but the decision pinned him more.

Smith took special exception to the card of judge Joan Ortega, who had it 97-92.

In the eighth, with just seconds left in the round, Smith caught the backpedaling Frazier with an overhand right and sent him to the canvas.

In the eighth, with just seconds left in the round, Smith caught the backpedaling Frazier with an overhand right and sent him to the canvas.

boomed as Frazier kept dancing away from the leg-weary Smith.

He credited the mark to a pre-race snub by Jones, whom he regards as a brother.



Nelli Fiere-Cooman of the Netherlands set a world indoor mark of 7 seconds flat in the 60-meter dash in Madrid.

Boggs Loses in Hearing, Still Gets Record Salary

The Associated Press NEW YORK — American League batting champion Wade Boggs of the Boston Red Sox lost his record \$1.85 million arbitration case Sunday but still wound up with the largest major league baseball salary granted since the process began 12 years ago.

Yankees all settled with their clubs before going to hearing, Pitcher Orel Hershiser of the Dodgers won his arbitration case, getting \$11 million, and catcher Rich Gedman of the Red Sox lost his, receiving the \$650,000 the club had offered.

"I hope he doesn't feel too badly about it," said the team's general manager, Lou Gorman, from Winter Haven, Florida, where the arbitrator ruled two days later that Boggs would have to accept the Red Sox offer of \$1.35 million.

Saberhagen Asks for Tests Bret Saberhagen, who at 21 became the youngest American League Cy Young Award winner, has had a random drug-testing clause included in his contract with the Kansas City Royals at his suggestion.

SCOREBOARD

Table containing NHL Standings, Selected U.S. College Conference Standings, and Tennis results.

Basketball

Table containing NBA Standings and SUNDAYS RESULTS for basketball.

Golf

Table containing Selected College Results and SUNDAYS RESULTS for golf.

No. 1 North Carolina Loses Its 2d Straight

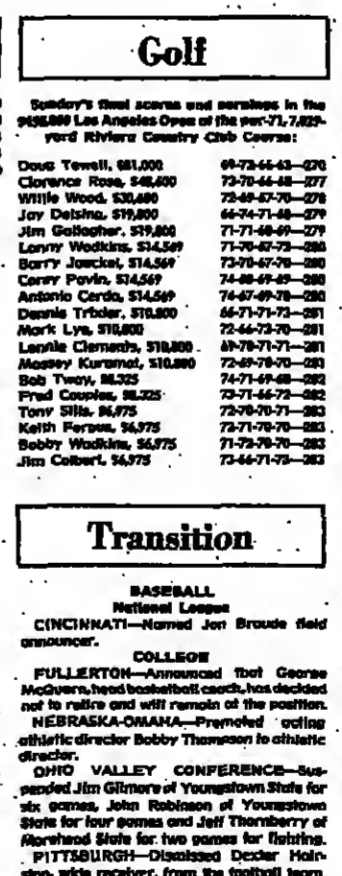
The Associated Press NEW YORK — Suddenly, the University of North Carolina basketball team is staggering and in jeopardy of losing the No. 1 ranking it has held since the season began.

trying to force it inside" to Washburn and State's other 6-10 player, Charles Shackelford.

North Carolina, which lost an ACC game to Maryland last Thursday, played without starting guard Steve Nantz, who is recovering from a collapsed lung, and 6-foot-11 (2.1-meter) Warren Martin, the team's top shot blocker, who had a sprained foot.

North Carolina, which plays host to Virginia on Wednesday night, will play at Duke next Sunday in each team's final regular-season game.

Lakers Regain The Old Magic



Chris Washburn, whose 26 points helped North Carolina State win, was fouled by North Carolina's Brad Daugherty.

PHILADELPHIA — When Magic Johnson's three-point shot with five seconds left in regulation sent Sunday's game against the Philadelphia 76ers into overtime, the Los Angeles Lakers no longer appeared to be the same National Basketball Association team that recently had been losing as many games as it had been winning.

Transition

BASEBALL National League CINCINNATI—Harold Jon Brundage fielded successfully.

Top 20 Results

How the Top 20 teams in The Associated Press college basketball poll fared this week.

Tewell Ends 6-Year Drought With 7-Shot L.A. Golf Victory

LOS ANGELES — Doug Tewell, winning for the first time in nearly six years, shot an 8-under-par 63 Sunday for a runaway victory in the Los Angeles Open golf tournament.

68. Willie Wood finished another stroke back with a 70.

